

**A PROPOSAL TO PROVIDE  
ADVICE AND ASSISTANCE  
TO  
THE GOVERNMENT OF ANGOLA**

**SUBMITTED BY  
COHEN AND WOODS INTERNATIONAL, INC.  
1555 WILSON BOULEVARD  
SUITE 300  
ARLINGTON, VA 22209**

**JANUARY 25, 1996**

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96 OCT 15 P 3:01  
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**Reference:**

"A Proposal to Provide Strategic Planning and Representational Assistance to the Government of Angola," submitted by *Cohen and Woods International, Inc.* on February 9, 1995.

**I. Proposal/Statement of Work**

*Cohen and Woods* proposes to continue providing consulting advice and services to assist the Government of Angola to achieve its priority goals in the United States and Angola. This effort would continue the relationship established under the above-cited reference proposal, which was subsequently approved by the Government of Angola and established the contractual basis for the period 1 March 1995 through 29 February 1996.

In accordance with guidance from the Ambassador of Angola to the United States, *Cohen and Woods* proposes to provide advice and assistance on a specific "tasking" basis, and on the understanding that its work will not encompass either lobbying activities or general public relations work, both of which are to be handled by other firms. Instead, *Cohen and Woods* will undertake to provide advice and assistance, both general and technical, on subjects of special and timely concern to the Government of Angola, in particular to the President and the Ambassador to the United States.

Taskings on issues of concern will be provided to *Cohen and Woods* by the Ambassador of Angola to the United States and, with his approval, by senior members of his staff. These issues may be expected to encompass mainly diplomatic, political, security, economic and financial matters. In some cases the issue may concern the situation on the ground in Angola; in other cases the issue may be an aspect of the relationships between Angola and the United States, international financial institutions, and the concerned U.S. business and investment communities. Advice and assistance may be rendered verbally or in the form of short general or technical papers, as requested by the Ambassador of Angola to the U.S.

Two major, specific tasks to be performed have been identified by the Ambassador of Angola, and are set forth in Section II following. Other tasks will be added for execution during the performance period by mutual agreement between the Ambassador, on behalf of the Government of Angola, and *Cohen and Woods*.

**II. Pre-Specified Tasks****1. Analysis of Foreign Policy Issues, Problems and Opportunities for Angola in Its Relationships with African States and Organizations**

*Cohen and Woods* will provide, for consideration of the President of Angola, an analysis of Angolan foreign policy with respect to its relationships with African states and

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~~African organizations~~ This analysis will identify key issues and important problems and opportunities which will face Angola over the next three to five years.

Emphasis will be placed on defining key issues, significant policy choices associated with those issues, and their probable consequences. Cohen and Woods will endeavor to provide practical advice for solutions to problems and exploitation of opportunities, as identified.

This analysis will be provided on or about 1 May 1996.

## 2. Analysis of Relations between the Government of Angola and the U.S.

Cohen and Woods will provide an updated analysis and evaluation of Angola's current relationship with U.S. political and business leaders and with major international financial institutions based in the U.S. The analysis and evaluation will:

- a) Analyze Angola's current relationship with the United States Government and evaluate the impact of this relationship on policies towards Angola.
- b) Evaluate Angola's relationship with the American business community.
- c) Evaluate Angola's position in the major international financial institutions (i.e., The World Bank and The International Monetary Fund).

This analysis, with accompanying recommendations as appropriate, will be provided on or about 1 July 1996.

## III. Fees/Period of Work/Associated Travel

The fee of Cohen and Woods International, Inc. for the above work is \$125,000 USD. The period of work will be 10 months (1 March - 31 December 1996).

Cohen and Woods will be paid in full in advance.

Cohen and Woods anticipates that the Government of Angola may have reason to request members of Cohen and Woods to visit Angola in performance of some tasks under this contract. However, funds specifically for such travel have not been requested in the above fee. Instead, Cohen and Woods recommends that the Government of Angola allocate, in advance, a reasonable additional sum (perhaps \$25,000) for the transportation and other related costs of such travel. We recommend that these funds be made available to and reserved by the Ambassador of Angola to the United States for these purposes, and that use of these funds for travel by Cohen and Woods personnel be at his discretion, as required.

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**SERVICES CONTRACT**

Contract made between *Cohen and Woods International, Inc.* at 1555 Wilson Boulevard, Suite 300, Arlington, VA 22209, USA and the Government of Angola.

**ENGAGEMENT**

*Cohen and Woods International, Inc.* is willing to be contracted and the Government of Angola is willing to contract *Cohen and Woods International* under the conditions set forth as follows.

*Cohen and Woods International, Inc.* will provide services as indicated in the "Proposal to Provide Advice and Assistance to the Government of Angola," dated January 25, 1996.

This contract shall be enforceable according to the laws of the State of Virginia, USA.

**COMPENSATION**

The Government of Angola agrees that *Cohen and Woods International, Inc.* will receive as compensation for the work detailed herein a fee of \$125,000 (ONE HUNDRED TWENTY FIVE THOUSAND) US dollars total, payable by the Government of Angola in full in advance, at signature of contract.

All payments shall be wired directly to the following account:

*Cohen and Woods International, Inc.*  
Account # 01-820-818  
Riggs National Bank of Virginia  
1101 Wilson Boulevard  
Arlington, VA 22209

ABA Routing # 055002066

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**TERM**

This contract is subscribed for the term of ten months, beginning on 1 March 1996 and running through 31 December 1996.

**MODIFICATION OF CONTRACT**

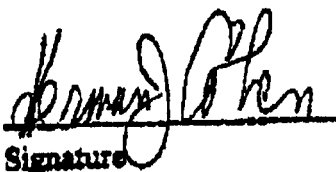
This contract and the attached proposal make up the complete contract between the parties. No modification is valid unless it is in writing and duly executed by both parties.

\_\_\_\_\_  
For Cohen and Woods International, Inc.

WASHINGTON, DC  
Location

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For the Republic of Angola

Fernao de Lopo, Angola  
Location

  
Signature

January 27, 1996  
Date

David Helen Vieira Jiao/2  
Signature

JANUARY 27, 1996  
Date